



Lesson: Indicators for results and outcomes
Exercise: Through call for proposals to explore the difference between quantitative and qualitative indicators

Lead In: Online or in classroom (depends on the available resources)

Teamwork and guidance from the educator

Duration:
45-60 min

Aim:

The main purpose is for participants to understand the difference between indicators for results and those for outcomes, so consequently for the impact.

Type of exercise:

Teamwork under proper guidance by the coach and case studies sharing

Group number:

10+ participants

Recommended age: 18-29

Instructions:

For the educator:

The coach should prepare himself/herself by reading at least 5 calls for proposals for project applications (preferably to be announced by international organizations). Specific focus should be invested into reading those related to social and green entrepreneurship. The second important element for proper preparation is to read carefully the Logic Frame and also to understand what are the results expected to be achieved in those calls for proposals and what are the specific objectives (because specific objectives are closely connected with the outcomes which will be reached through the implementation of the project application).

The very next step is to explore the difference between quantitative and qualitative indicators in various contexts and then to find out their difference in the context of green results and green outcomes.

Those materials and case studies produced by the trainer while exploring at least 5 calls for proposals, should be delivered to the participants and an open discussion should be encouraged.

Then, the trainer should follow the slides and examples shared in PPT and in teamwork should coach participants to find out more and more indicators for the same results and the same outcomes. They should agree on at least 15 indicators for results and 15 indicators for outcomes (green oriented).

For the user/interested participants:

1. Read the article in the category “Other useful sources”
2. Read carefully the Logic Frame and also to understand what are the results expected to be achieved in those calls for proposals and what are the specific objectives.
3. Explore the difference between quantitative and qualitative indicators in various contexts and then to find out their difference in the context of green results and green outcomes.

Key words:

indicators, results, outcomes, impact

Materials, equipment:

PowerPoint presentation, profile at any online conferencing platform

References:

All international Call for proposals (but at least 5 of them) (published on EU, Embassies, another programmes) either for NGO or businesses (especially those related to the green and entrepreneurship)

Other useful sources:

https://webgate.ec.europa.eu/europeaid/online-services/index-.cfm?do=publi.welcome&nbPubliList=15&orderby=upd&orderbyad=Desc&searchtype=RS&aofr=171333&utm_source=newsletter&utm_medium=email&utm_campaign=povici_i_drugi_informacii_z_a_go&utm_term=2021-05-07&fbclid=IwAR231jWocZQlgaJ2SU0FssrDdYcgeYdWLa_e_CtfiJFVu8XNEaaF6N0xLKK4 (for example)

Annexes:

Template for filling the indicators for results and outcomes.